EXHIBIT D

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      UNITED STATES DISTRICT COURT
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      SOUTHERN DISTRICT OF NEW YORK
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      BENJAMIN GROSS, individually,
      and on behalf of all others
      similarly situated,
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                     Plaintiff,
                                               14 Civ. 9438 (WHP)
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                 V.
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      GFI GROUP, INC., et al.,
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                     Defendants.
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                                                New York, N.Y.
                                                December 4, 2015
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                                                12:00 p.m.
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      Before:
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                        HON. WILLIAM H. PAULEY III,
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                                                District Judge
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                                 APPEARANCES
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      JACK I. ZWICK
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           Attorney for Plaintiff
           -and-
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      SCOTT AND SCOTT LLP
      BY: JOSEPH P. GUGLIELMO
19
           STEPHEN J. TETI
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      WACHTELL, LIPTON, ROSEN & KATZ
           Attorneys for Defendant GFI
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      BY: PAUL K. ROWE
           ADAM S. HOBSON
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           -and-
      WILLKIE FARR & GALLAGHER LLP
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           Attorneys for Defendants
           Heffron and Gooch
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      BY: TODD G. COSENZA
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(Case called)

MR. ZWICK: Good afternoon, your Honor. Jack Zwick. With me are Steve Teti and Joseph Guglielmo, from the Scott and Scott firm.

MR. ROWE: Your Honor, Paul Rowe of the Wachtell
Lipton firm, for defendant GFI Group Inc., and with me is my
colleague Adam Hobson. Also at counsel table is Todd Cosenza
of the Willkie Farr firm, representing the individual
defendants.

THE COURT: Good afternoon. This is oral argument. Do you want to be heard, Mr. Rowe?

MR. ROWE: Yes, I do, your Honor. Thank you.

Your Honor, as our papers indicated, we have four grounds on which we seek dismissal. Just to recount them quickly. One is a failure of the plaintiffs to plead loss causation. One is failure to properly identify and explain why the three statements they identify as supposedly being misleading are actually misleading. The third is a reliance point, which sometimes is called for shorthand purposes puffery, but I think it's more accurate to describe it as part of the long line of Second Circuit cases that simply say that some statements by corporate defendants are too general and too vague and do not refer to specific external facts and so can't support an inference of reliance. The fourth ground I would generally call the Santa Fe ground. In the Second Circuit, the

case that most closely resembles the application of the Supreme Court's 1977 decision in <u>Santa Fe</u> to a case like this is the <u>Field v. Trump</u> case. And I'd like to address each of them, but of course, if your Honor wants me to focus on one or two, I'm happy to do that.

On July 30 of last year, GFI announced that it had entered into a merger agreement in which all GFI shares would be exchanged for shares of the company that owns the Chicago Mercantile Exchange, a large public company, known as the CME Group. This transaction was done or was going to be done, the contract to do it was signed at a price, if you will, in terms of an exchange ratio for the Chicago Merc shares that represented a 46 percent premium to the trading price of GFI shares.

Five weeks later, a third party, BGC Partners Inc., announced that it would make a hostile competing bid at a 15 percent premium in cash to Chicago's price. The plaintiffs have pleaded a seller class during the period from the first announcement to the second announcement, and they identify three statements that they claim give rise to a claim under the antifraud statutes rules and regulations. I'm quoting from their brief: Plaintiff alleges that defendants issued two --well, they say it's two, but you can divide that into two or three -- two materially false and/or misleading statements, one by Mr. Gooch, who was the chairman of GFI, and that statement

was that GFI's board had had a goal since GFI went public to optimize GFI's value for stockholders and "that this transaction represents a singular and unique opportunity to return value."

The other statement is a statement by Colin Heffron, the other individual defendant, who was president of GFI, that this transaction unlocks the substantial value of our Trayport and FENICS Technologies businesses. And that's it. There are 118 paragraphs, 48 pages, and two or three, if you will, statements. So compared to some 10b-5 pleadings, I think we have a fairly clear idea of what it is we're dealing with.

The claim comes down to the idea that the statements about the CME merger agreement, at a time when it had been signed but not yet accomplished, the merger hadn't been consummated, that that was a singular and unique opportunity to return value to shareholders and Mr. Heffron's statement that it would unlock the value of two particular business units and that management had had a goal over the years since they went public of optimizing GFI's value. To make perhaps an obvious point, this is not a case about accounting or financial fraud or a business that was run or had a business model that was inherently deceptive or fraudulent. It's not a case in which shareholders were hurt because management told them things were better than they were and at some point later it turned out they weren't that good.

THE COURT: How is this case different from <u>Virginia</u>

<u>Bankshares</u>?

MR. ROWE: <u>Virginia Bankshares</u> is a case where specific representations were made. They were in the form, yes, of an opinion, in particular, a fairness opinion, by the investment bankers, and as Judge Kaplan recently had the opportunity to observe in the <u>City of Westland</u> case in this court in September, an investment banker's fairness opinion is a term of art and is something that carries with it all the indicia that people should rely on it. It is something that the company hires an investment banker to deliver. The investment banker is expected to follow, as Judge Kaplan said, a series of generally accepted investment banking valuation principles, the same way an accountant when delivering an opinion on a set of statements is expected to follow GAAP.

THE COURT: But isn't an executive's opinion that a transaction is unique in returning value to shareholders the same as an executive's opinion that a transaction is fair or high?

MR. ROWE: I don't think so, your Honor, for the following reasons: No. 1, not every expression of opinion is something that shareholders can reasonably rely on. The Second Circuit's cases that throw out claims because the opinions expressed are too vague — for example, the case where the chairman of the board on a conference call said that the merger

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that they were entering into was a grand slam home run and it turned out to be something that two or three months later looked like the opposite of a grand slam home run -- in other words, it was in some sense objectively false or it turned out to be, the Second Circuit -- I'm sorry, this Court agreed that that statement was just not the kind of statement that shareholders rely on, very different, I think, from a statement that this investment bank has opined that it's fair or for that matter a statement that is in some sense quantitative, like it's high. And all these Second Circuit cases we cite, the ECA case, the San Leandro case, Lasker case, postdate Virginia Bankshares, sometimes by 10 and by 15 years. If Virginia Bankshares meant that any expression of opinion, however broad, however vaque, however not touching a verifiable, quantifiable issue, was actionable, it's difficult to see how those three Second Circuit opinions could have come out the way they came out and all the district court opinions following them, so there has to be a line between the view that <u>Virginia</u> Bankshares says that any expression of opinion by a corporate executive, even if it's saying something like "I just think this transaction is the greatest, it's a grand slam home run, it's singular, it's unique, it's an opportunity," the point is those things don't really tell shareholders anything other than that management is enthusiastic about the transaction.

But there's another answer. The other answer is the

plaintiffs have not identified what's fraudulent about a statement that this is a singular and unique opportunity. It certainly was an opportunity. It certainly was singular in the sense that only one company had gotten to the stage of signing a merger agreement. It was unique in the sense that the merger consideration were shares of a specific company, shares of the Chicago Mercantile Exchange. No other company could offer GFI Group shares of the Chicago Mercantile Exchange. It was unique. They have to go further.

THE COURT: What about reading it in context with the other portion of the statement, optimizing GFI's value for shareholders, for stockholders?

MR. ROWE: Optimizing GFI's value for stockholders goes to whether or not a process was followed that is a typical or tailored process to accomplish a transaction that was doable and that was available and that increased shareholder value, with the understanding, as plaintiffs concede on pages 18 and 19 of their brief, because we raised this in a sense in our opening brief, if the plaintiffs had an argument that the statements here were a kind of guarantee or a representation that this was the highest price shareholders could expect to receive, then I could understand the claim. But they admit two things. One, they admit, or they concede in their brief, pages 18 to 19, that they are not arguing this case on the theory that these statements amount to a representation this was the

best price, that it was the highest possible price, and they also admit or concede that the entire world knows, they say that it is obvious to everyone, that a higher bid might materialize. So the very thing they're complaining about here, and this goes to loss causation, which I think is a very interesting point we make, because you could think that they have pleaded a case about the falsity or misrepresentation nature of the statements and yet if they don't have a loss causation theory that passes muster, the complaint still fails, because loss causation is an independent element.

And the reason why they haven't met the loss causation leg of the set of elements they must plead, and that's a Supreme Court concept that comes from <u>Dura Pharmaceuticals v.</u>

<u>Broudo</u> and in the Second Circuit as well, the idea is that there has to have been something concealed, and when the thing that was concealed wasn't revealed, damage occurred, damage usually being the stock price goes down or in the case here with the seller class the stock price goes up. So there has to be a link between what it is they're saying was false and the damage to shareholders. That link doesn't exist here, and it's our position, your Honor, that they basically conceded, and it's conceded in two ways: No. 1, it's conceded because they say on page 19 that it was always obvious to all investors that a higher bid might be made.

Well, the thing that they say is the corrective

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disclosure here is not a corrective disclosure by any of the executives that they in fact were relying on when they said it was a unique opportunity. The thing they say was a corrective disclosure was a disclosure by BGC, a third party, and there's no allegation, and there can't be, that the GFI people who made the statement knew that BGC was going to do something that was going to cost BGC a lot of time and evidence and money, which was to top a bid, and the topping bid is what caused the damage here.

It's the fact that on September 9, BGC announced that it would offer 15 percent more than Chicago Mercantile which had already offered a 46 percent premium. The fact that BGC was going to make that offer is what caused the damage, what caused the alleged loss. But the plaintiffs concede on page 19 that the market always knew that essentially investors are presumed to know that there can be a topping bid. Why is this? Because a merger is not like a sale of a building or something where the company signs a contract and it's obligated to sell. When you sign a merger agreement, there's a period of time, usually three to six months, when you have to go out and get stockholder approval on the basis of a detailed proxy statement, and in the course of the effort to get stockholder approval at the vote, it is not at all uncommon, and it is always possible, that someone will make a topping bid, and that's just what happened here. And the vote on the Chicago

Mercantile transaction, it happened and the shareholders turned it down because a higher bid had been made, but the plaintiffs have conceded that that is something that investors always knew about.

So there are two things going on with loss causation. On the one hand, we know that a topping bid can always be made, and that's what caused the loss here. On the other hand, the fact that a topping bid would in fact be made here was never concealed, not for one minute, because it was not a fact in existence. There had been no BGC decision to top that bid when this July 30 announcement was made, and certainly GFI was not in a position to know about it if one had. It was only when this third party came into the market. The phrase <u>Dura</u> uses is "when truth comes into the market," and the truth that came into the market was a new piece of truth. And the case law is very clear.

THE COURT: Don't the plaintiffs plead that truth would have come into the market back in July?

MR. ROWE: No, I don't think they do, your Honor.

What they're referring to when they say that there was BGC interest was that BGC indicated without naming a price, without remotely saying they would take the step of doing a hostile offer, BGC indicated that it wanted to have conversations. It wanted to have a dialogue. No price was mentioned, no commitment was made. That is not at all the same thing as

saying, We're going to commence a tender offer in cash at \$5.25. And it's that that moved the market and caused the loss, so we believe that there's no allegation of anything that was concealed that then later came into the market. What came into the market and moved the market and caused the loss was a decision made later on by BGC after seeing the Chicago Mercantile price that they were willing to beat the Chicago Mercantile price. And the case law is very clear that you cannot presume loss causation based on extrinsic market factors. The loss causation has to stem from the revelation of a previously known, disclosed fact and there has to be a direct link between the fact that was concealed, the fact that was disclosed, and that has to be what causes the loss.

THE COURT: Isn't loss causation oftentimes a fact issue?

MR. ROWE: I suppose it can be a fact issue.

THE COURT: Isn't it raised most of the time on summary judgment and rarely on motions to dismiss?

MR. ROWE: Similarly, your Honor, the plaintiffs make the comment that a number of our arguments, for example, relating to materiality, are mixed questions of law and fact, and there may be indeed some cases where loss causation is a mixed question of law and fact. Here, the reason I don't think it is because most cases are cases where the corrective disclosure is made by the defendant. In other words, you're

looking at a statement by a company and then later on that company makes a disclosure that something happened. And here, we're dealing with something very different.

My colleagues have pointed out that Judge Kaplan's recent case, the <u>City of Westland</u> case, which addressed loss causation, was a motion to dismiss. I'm not saying every loss causation claim is appropriate.

THE COURT: You rely in your brief on <u>Gordon Partners</u>

<u>v. Blumenthal</u>, right, for your loss causation argument?

MR. ROWE: It's one of the cases, your Honor.

THE COURT: It's the only case in your moving brief, and you made a reference to <u>Dura</u> in your reply brief, but you also relied on <u>Gordon Partners</u> in your reply brief. Tell me if I've missed something.

MR. ROWE: No, your Honor.

THE COURT: First of all, Gordon Partners v.

Blumenthal is a summary judgment case, right?

MR. ROWE: Yes.

THE COURT: Not a motion to dismiss.

MR. ROWE: Yes.

THE COURT: And I just would wonder why you would offer a summary order from the Federal Appendix as your principal authority for this argument on loss causation without making any reference to the Second Circuit's decisions in Carpenters Pension, this year, and Loreley Financing, and

MR. ROWE:

Omnicom, all subsequent opinions of the Second Circuit, that are directly contrary to the summary order that you rely upon for your loss causation argument, which I think you misstate the law. So tell me why you put that before the Court, if you can.

your Honor's comments other than to say that we cited <u>Gordon</u> -
THE COURT: Then I will express my shock that a firm

of your caliber, with all the resources that you have, would

center an argument around a summary order that is squarely not

the law in this circuit. It's squarely not the law, and I

Your Honor, I don't have any response to

think you have a duty to the Court to provide the Court with the authorities as you understand them, and <u>Gordon Partners</u> is not the authority in this court. The authority is directly to

15 the contrary.

MR. ROWE: Your Honor, I apologize for that.

THE COURT: Of course, "I'm sorry" are, as one commentator once said, the saddest words in the English lexicon.

MR. ROWE: We based our point on the most general view of $\underline{\text{Dura}}$, and I apologize again if we relied on a case that --

THE COURT: You relied on a summary order.

MR. ROWE: -- we shouldn't have.

THE COURT: There are written opinions by remarkable Second Circuit judges, this year, that aren't mentioned. Let

me just make the point to you. No mention of Judge Berman's opinion in <u>Carpenters Pension</u> where he was sitting by designation with a very thoughtful panel; Judge Winters' opinion in <u>Omnicom</u>, affirming my earlier decision in <u>Omnicom</u>; or Judge Calabresi's lengthy study of loss causation in <u>Loreley Financing</u>. Judge Calabresi's opinion and Judge Berman's opinion sitting by designation are both 2015, and I think <u>Omnicom</u> was back in 2010. So to dig out a summary order from the Federal Appendix in 2008 is to lose credibility with the Court. Say nothing more on loss causation, because that's a total loser, and I do find that it was remarkable when you started your remarks that there were various points you were making to challenge this complaint. The first thing you mentioned was loss causation. Maybe I should have jumped on you then.

What else do you have on puffery and --

MR. ROWE: Santa Fe, your Honor.

THE COURT: Right, and <u>Santa Fe</u>, because what you had on loss causation, that's puffery. OK?

MR. ROWE: Your Honor, on <u>Santa Fe</u> and puffery, I think I've addressed puffery to some extent --

THE COURT: Your <u>Santa Fe</u> argument really depends upon the Court finding that the statements are puffery. Doesn't it? I mean, if I find that they're not, if I were to find that the statements are not puffery, doesn't your <u>Santa Fe</u> argument

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dissolve, because it's not a breach of fiduciary duty; there are statements? That's clearly a 10b-5 claim.

MR. ROWE: Your Honor, Santa Fe is an interesting, doctrine as reflected in part by the Field v. Trump case, because I think there is a recognition that there is or there can be an overlap, if you will, between the point that what the plaintiffs are really trying to do is to circumvent and plead in federal clothes a state law cause of action for fiduciary duty, which is the fundamental thing that <u>Santa Fe</u> in 1977 was trying to draw a line about. And yes, sometimes the facts and sometimes statements overlap, but what I would say is that if you read this 48-page complaint, 115 paragraphs, and you compare the amount of effort and the use of the allegations that go to fiduciary duty issues, how the sale process was conducted, what motives were, I mean, the point of Santa Fe and the point of this circuit's antiself-flagellation doctrine is that you can't take a single innocuous statement and say that it can be the basis of a federal claim because the defendants had improper motives, those improper motives usually being some effort to self-deal or entrench themselves or in some other way misbehave.

And yes, in each case, the court has to make a determination whether that is or is not in fact what the plaintiffs are trying to do. But it seems to me an unusual situation where such a large percentage of the pleading is

devoted to things that are basically the background of the merger transaction and that go to breaches of fiduciary duty and where the plaintiffs say that the problem with the statements made by the individual defendants is that there was an implicit representation they had upheld their fiduciary duty. When plaintiffs choose to plead that way, and of course, all the information comes from a companion proceeding in state court under state law, it seems to us that you're dealing with the core situation that <u>Santa Fe</u> was intended to address, which is, Can plaintiffs plead around the intention of the Supreme Court in <u>Santa Fe</u> by saying, All right, here's the statement, but what you didn't say was it's the product of fiduciary breach. So that's why we think <u>Santa Fe</u> is relevant here, your Honor.

THE COURT: Anything further?

MR. ROWE: No, your Honor. Thank you.

THE COURT: What's the status of the Delaware matter?

MR. ROWE: The Delaware case was heavily litigated.

THE COURT: I know. The last time I looked, there's a notice of a proposed -- there's a motion for a settlement, right?

MR. ROWE: That's correct, and the court heard that motion last Tuesday, November 24, and suggested — there are various ways to characterize what he said, but among other things he suggested a change in the class period, and the

defendants and the plaintiffs are discussing how to accomplish that and to go back before that court.

THE COURT: All right. Thank you.

MR. ROWE: Thank you, your Honor.

THE COURT: Mr. Zwick.

MR. ZWICK: Your Honor, I don't have a lot to say, especially about loss causation, other than to point out that your Honor's <u>SLM</u> decision makes clear that it's a modest pleading requirement, and I don't think there's any doubt that we've met it.

THE COURT: What facts in the complaint suggest that Heffron's statement that the CME transaction unlocked value was false?

MR. ZWICK: That statement was false, your Honor, because if I tell you that I'm going to sell an asset that you own and I get you \$5 when the asset is worth \$10, I didn't give you \$5 in value, I didn't unlock any value, I deprived you of value.

THE COURT: No, but if in your example my asset is worth \$3 and you tell me that you're going to unlock value and I'm going to get \$5, isn't that literally true?

MR. ZWICK: No. It wasn't worth \$3, it was trading at \$3. What the value of an asset is is what it will bring in a sale. They undertook to do a merger, and, your Honor, I just want to make clear we are not pleading a breach of fiduciary

duty saying they didn't get enough. We're saying they lied about what they got and the process.

THE COURT: I understand all of that.

MR. ZWICK: Your Honor, the stock is trading at \$3. They say, Look, we have this great offer, it's 4.55, singular and unique opportunity, basically you're not going to do better than this, when they knew from their own bankers that the company had a value of at least 5.41 a share. The investment bankers told them, If you sell this company properly, which is to split up the IBD, which is the brokerage division, and Trayport and FENICS, which is the software business, sell the IBD to a competitor so that synergies are unlocked, you will get more money for the whole company, way more than it's trading at. So, your Honor, the fact that it was trading at \$3 and they got an offer for 4.55, internally you haven't heard a word about that, internally they have documents and information from their investment bankers that told them that the stock was worth at least 5.41 a share when properly sold.

So back to my example, if I tell you that I'm going to sell an asset of yours and I got a great deal, I got you \$5 of value, but I know that the value in the asset is \$10, I haven't gotten you \$5 in value, I've deprived you of \$5 in value. And, your Honor, this case is not about a breach of fiduciary duty. It's not about a failure to plead bad motives. It's about a misrepresentation or omissions of material facts, facts that

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were absolutely known to these defendants when they went out and made the statement.

Your Honor, on July 30, when they chose to speak, they didn't have to speak. They didn't have to editorialize. They decided to characterize the merger.

THE COURT: Mr. Gooch's statement that it was a unique opportunity sounds a lot like the statement in Rombach v.

Chang, the golf center acquisition case, in which Judge Jacobs ultimately affirmed Sterling Johnson's decision finding that that was puffery.

MR. ZWICK: Your Honor, the general rule is that these materiality arguments can't be decided at a motion to dismiss because each case is different and there are no magic words. There's no list of kosher words for conveying a certain point and words that you can't use. You've got to look at everything in context. In the context of this case, the statements that were made need to be viewed against the information that defendants had which completely contradicted what they said, and there was only one reason they did it, because they were financially self-interested. I suspect that's why the scienter argument was dropped. I don't think they want you to look at the information that they had but didn't disclose to shareholders. People who sold their stock after the announcements were in the dark, in the dark about the Jeffries opinion, in the dark about the calling off of the market check,

in the dark about the fact that they insisted on only doing a transaction that would benefit themselves. Nobody knew any of that until BGC came forward. And in fact when BGC came forward, they said, We could pay you more because of synergies, which is the fact that underlies our loss causation argument. So the context, the specific information they had, your Honor, the <u>Bank of America</u> case they cite, if I can read one paragraph to you:

"Defendants also contend that both its representations concerning its due diligence amounted to nonactionable statements of opinion and broad generalizations that cannot be a basis for shareholder reliance." And they rely on ECA, the same case that defendants rely on here, but the court went on to say, "But there is a difference between enthusiastic statements amounting to general puffery and opinion-based statements that are anchored in misrepresentations of existing fact. The sine qua non securities fraud claim based on false opinion is that defendants deliberately misrepresented a truly held opinion."

Here, they not only misrepresented truly held opinions, they didn't disclose facts. They knew from the investment bankers that this company was worth more money and that it would bring more money. The investment bankers identified competing IBDs as being able to pay more money, including BGC. They told them: Go out and sell this company

in parts. Sell the IBD to a competitor and you'll get more money. Your Honor, if they had done that, if they had sold the IBD to a competitor and achieved even a 5.41 price, people would have had more money to go out and they could have bought as much as CME stock as they want, so this argue about the uniqueness of the CME stock, I don't even understand it. If the total price had been what the investment bankers told them and had people known when they were selling their stock that investment bankers said, You're going to get more money if you sell it the way we do, they were misled.

THE COURT: All right. Anything else?

MR. ZWICK: That's it. Thank you, your Honor.

THE COURT: Anything further, Mr. Rowe?

MR. ROWE: If I may, just briefly, your Honor. The colloquy you just had was one which was something I addressed briefly but would come back to, which is obviously there are cases where a statement is made about whether or not a company's policies are in compliance with law, about what a company expects to do with respect to some contingent liability claims, whether or not the company's difficulties in a certain business area are about to come to an end. I'm just a little bit free-associating with some of the things I remember from the case law, but the statements here, and at the outset, I focused on exactly how short the statements are and what they actually say, words like "singular" and "unique," it's not even

so much that they're vague, it's also that the plaintiffs haven't really said what's affirmatively false about them. This was one transaction in the sense that it was singular. I heard the comment that you could go out and buy Chicago Merc stock, but the fact is the consideration in the merger was in a unique form. And the fact that it unlocked value, that's not the same as saying the highest value ever was achieved. Value was clearly unlocked. That's all, your Honor.

THE COURT: Thank you for your arguments. Decision reserved. Have a good holiday.

(Adjourned)